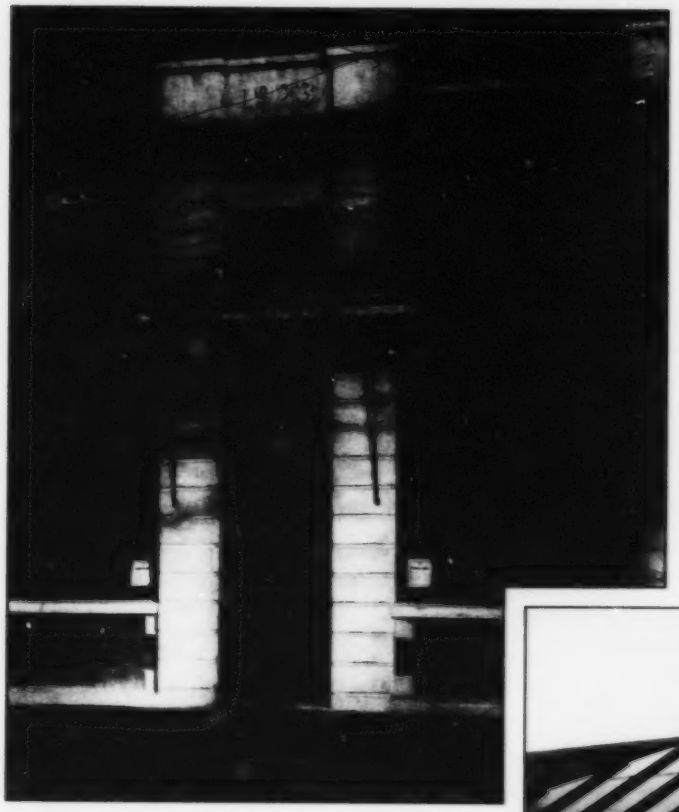
1921 - 1991 70 Years of Responsible Service



70th
ANNUAL REPORT

Fiscal Year Ended
March 31, 1991

Province of British Columbia
Liquor Distribution Branch
Ministry of Attorney General
Hon. Colin Gabelmann,
Attorney General

92-04956/

Province of British Columbia

Ministry of Attorney General

3200 East Broadway
Vancouver, B.C.
V5M 1Z6

OFFICE OF THE GENERAL MANAGER
LIQUOR DISTRIBUTION BRANCH

The Honourable Colin Gabelmann
Attorney General
Ministry of Attorney General
Parliament Buildings
Victoria, B.C.

Sir,

I have the honour to transmit herewith the seventieth Annual Report of the Liquor Distribution Branch, covering the year ending March 31, 1991. Ministry responsible for the branch prior to November 5, 1991, was the Ministry of Labour and Consumer Services. Minister responsible prior to December 13, 1990, was the Honourable Norman Jacobsen; minister responsible prior to November 5, 1991, was the Honourable James T. Rabbitt.

Ian C. Munroe
General Manager

Vision Statement

The B.C. Liquor Distribution Branch will be the best liquor distribution system in North America, combining social responsibility with unsurpassed service provided by knowledgeable, courteous employees.

Operating efficiencies will be equal to or better than any private sector system, and will generate maximum revenues for tax-funded government programs that benefit the people of British Columbia.

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The Honourable Colin Gabelmann
Ministry of Attorney General
Minister Responsible – Liquor Distribution Branch.

Executive Organization

As at March 31, 1991

Ministry of Labour & Consumer Services Minister
- **The Honourable James T. Rabbitt**

Deputy Minister
- **Claude Heywood**

B.C. Liquor Distribution Branch General Manager
- **I.C. Munroe**

Director of Finance
- **D.W. Horner**

Director of Store Operations
- **W.P. Cross**

Director of Purchasing
- **P.W. Choate**

Director of Distribution
- **D.B. Wilkinson**

Director of Merchandising & Communications
- **M.H. Walford**

Chief Information Officer
- **W.R.G. Hopkins**

Director of Loss Prevention
- **J.R. Bowcott**

Director of Personnel Services
- **P.N. Mulcahy**

Executive Secretary
- **L.A. Burfoot**

Message from the General Manager

Ian C. Munroe, General Manager.

The Liquor Distribution Branch celebrated its seventieth birthday in 1991, sharing our pride in our accomplishments with employees, customers and industry partners.

We look back at the past with fondness, and to the future with confidence.

We entered the decade of the 1990s facing a new business and social environment, with the pace of change ever-increasing. Work began on a strategic plan that will enable us to meet the challenges ahead effectively and creatively.

Some other highlights of the year:

During the 1990/91 fiscal year, branch sales increased by 3.8 percent. Net income of $445.3 million was a 6.1 percent increase over the 1989/90 fiscal year.

One new store opened at Fairfield Plaza in Victoria, while replacement stores opened in Fort Langley, Squamish and Port Hardy. Our store improvement program continued with the complete renovation of 18 stores, and the minor upgrading of another 96.

Outlets at 132 Rural Agency Stores helped serve the public living in the province's more remote areas. In addition to government liquor stores and rural agencies, retail outlets of the B.C. liquor industry operated at 28 on-site locations, including wineries, breweries and distilleries, and at 20 off-site locations, selling wines only.

Our Distribution Department experienced the largest annual volume of product ever, with 8.4 million cases moving through the Vancouver and Kamloops warehouses. This is an increase of 4.6 percent over the previous year.

The Purchasing Department, challenged by the need to meet revenue goals in the face of a declining market, initiated two major projects – one, the streamlining and automating of the buying system, the other, electronic data interchange (EDI) between the branch and its trading partners.

The branch product listing policy was reviewed in order to develop a process that was more responsive to market trends, the needs of our trading partners, and other demands. General listings declined by 7 percent, and specialty listings by 0.6 percent, with an overall drop in all listings of 3.4 percent.

Computerization has hit B.C.'s liquor stores, with most stores housing a state-of-the-art computer system linked directly to head office. The Head Office – Stores Transmission (HOST) system relays product orders, updates prices, and performs various other tasks.

A sign of the times is the greening of the LDB. Environmental impacts are considered in all aspects of the branch's operations. Recycling is now a way of life at branch headquarters; stores are recycling wherever possible.

The Liquor Distribution Branch actively promotes the moderate and responsible use of the products it sells. To this end, the branch participated in many anti-alcohol-abuse initiatives, including the TRY Program (The Responsibility is Yours) and the CounterAttack drinking/driving awareness campaign.

" We look back at the past with fondness, and to the future with confidence."

The LDB continues its progress in all areas, but with particular emphasis on "leading edge" systems development and strategic planning for the 1990s. The goal of the branch is to be the best liquor jurisdiction in North America – and the people of the LDB are the key to making that happen.

My thanks for another successful year go to all employees of the branch, to our industry partners, and to our customers.

Ian C. Munroe
General Manager

Seventy Years of Responsible Service

A bottle of good Scotch whisky for $3.00; Courvoisier for $4.00. Sound unbelievable? These prices are right out of the B.C. Liquor Distribution Branch price list – for 1921! Of course, it wasn't called the Liquor Distribution Branch back then, but the name change is only one of many changes the province's primary liquor distributor has seen over the years.

The branch came into being on April 13, 1921. The government, at the time headed by Premier Oliver, appointed Mr. Archie Mainwaring as Chairman of the B.C. Liquor Control Board (as it was then called).

On June 15, 1921, 17 government liquor stores were opened. To emphasize the LCB's determination to be in complete control of liquor, an edict was issued that "all people in British Columbia who have whisky or other liquor not bought from the government must send details into the Liquor Board by July 15, 1921. Once reported, labels will be issued to affix to the bottles."

After nine months of operation, the branch's March 31, 1922 annual report listed 51 liquor stores in operation in B.C. communities including Anyox, Michel, Pouce Coupé and Telegraph Creek.

The excitement of gold fever brought thousands of men into areas of British Columbia where no one had lived before. Instant towns sprang up as the news of gold spread, and new communities such as Coalmont, Kaslo, New Denver, Barkerville, Wells and Atlin suddenly had several thousand residents. The LCB recognized the need for its services and established government liquor stores in these instant communities.

In the 1930s and 40s, liquor stores began to reflect an institutional look in the major cities, with granite and brick exteriors and sometimes terrazzo floors. The large windows presented a problem for the board, and curtains were installed in all front windows so children could not see into the stores.

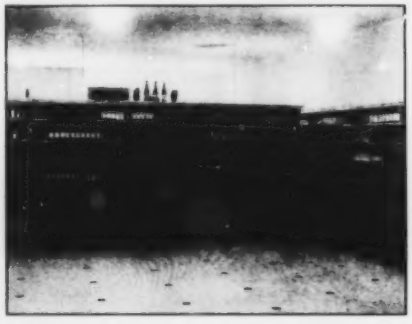
In the 50s and 60s, the board built many of its own stores and used glass brick extensively, which let in light, but ensured that the interiors of the stores were not visible to young eyes. Some of the board-owned stores incorporated a style approaching art deco.

The B.C. Liquor Control Board became very progressive and opened Canada's first self-serve liquor store in Burnaby's Brentwood Mall in 1962. This was a radical approach to selling liquor compared to the traditional conventional counter store.

Davie Street, 1920s.

West Broadway, 1950.

Trail, 1933.



Typical conventional counter store.

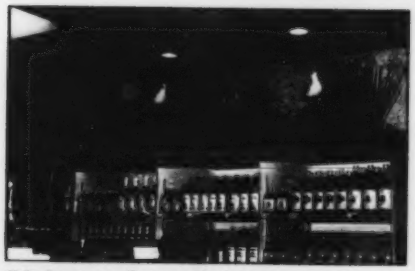
In 1973, the Liquor Control Board became the Liquor Administration Branch. Two years later, the licensing and distribution functions were split, with the establishment of the B.C. Liquor Distribution Branch and the B.C. Liquor Control and Licensing Branch. And after 54 years in Victoria, the LDB relocated to Vancouver in September 1975.

Over the past 15 years, the branch has expanded its store system and converted most of its stores to self-serve. In December of 1980, the largest liquor store in North America opened in Vancouver, at 39th and Cambie, complete with a temperature-controlled wine room and cellar.

Modern colours and decor, designs reflecting local themes or heritage, and innovative store display features (all designed in-house by the branch) have identified the B.C. Liquor Distribution Branch as the leader in its field in Canada and possibly North America.

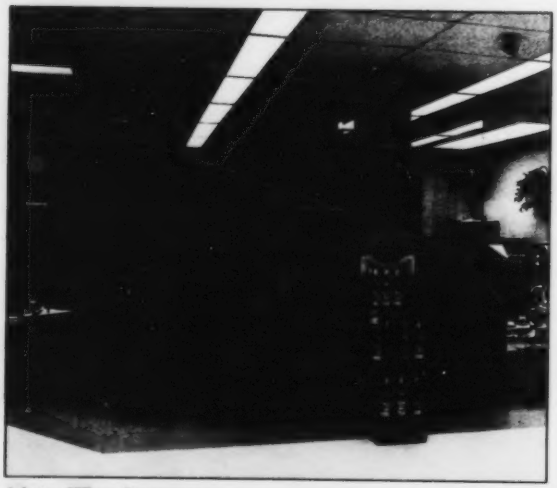
Till lights at Kennedy Heights, North Delta.

Sicamous - service with a smile.

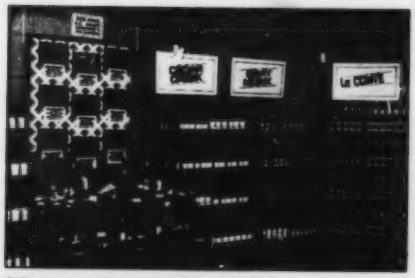


Uchuelet store reflects nautical theme.

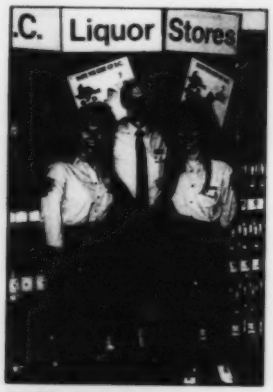
Harbour Centre, Vancouver.



Arbutus Village, Vancouver.



BCL store at Okanagan Wine Festival.



B.C. Wine Festival.

Quality Service – Responsibly

Responsibility

The people of the Liquor Distribution Branch have always taken a responsible approach to the sales of alcohol. This year we offered, for the first time, de-alcoholized beers and wines for those customers wishing to provide non-alcoholic alternatives for themselves or their guests. We continued our ongoing support of anti-abuse programs such as CounterAttack and TRY (The Responsibility is Yours), and placed permanent signs in all stores warning of the dangers of drinking while pregnant.

Environment

The LDB has also taken a strong stand in the protection of the environment. The branch has settled into the routine recycling of paper products, glass and plastics, and more than $10,000 in government revenue was generated through the resale of packing materials back to suppliers. Branch outlets now accept the return of the plastic yokes used to secure six-packs of beer and soft drinks; they are returned to the manufacturer for recycling.

Customer Service

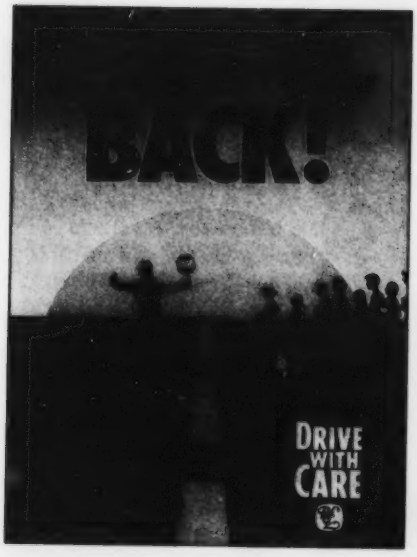
Customers expect courteous, knowledgeable service wherever they shop, and LDB staff are committed to providing it. Product Knowledge courses are offered to all employees, with many going on to the advanced level. Several of our larger stores boast Product Consultants, expert in all aspects of beverage alcohol, who are happy to assist buyers, from the dedicated wine lover, to the neophyte. To ensure we were meeting our customers' expectations, the branch conducted a customer survey; results indicated a high degree of satisfaction with our service.

Tourist Wine Shop

The Tourist Wine Shop program was introduced to enable selected tourism-oriented businesses to add premium B.C. wines to their shelves. The program was announced in August, with one outlet operating by March 31, 1991.

In the Spirit of Giving

For the second year, B.C. liquor stores featured Twin Bears at Christmas. The bears were sold in pairs – one going with the customer, the other being donated to a child in need. The bears sold out once again, proving this program is just as popular with customers as it is with our staff.



WARNING:
Drinking Distilled Spirits, Beer, Coolers, Wine and Other Alcoholic Beverages During Pregnancy Can Cause Birth Defects.
B.C. LIQUOR STORES

Technology – The Future is Now

The B.C. Liquor Distribution Branch recognizes the 1990s as the era of enterprise-wide strategic information systems. The LDB is responding to changing business environments and heightened customer expectations through a number of initiatives:

HOST (Head Office – Stores Transmission) is a new system that links retail outlets with head office, by way of microcomputers. Friendly and flexible, HOST, designed in conjunction with B.C. Systems Corporation, is uniquely adapted to the requirements of the branch. This system not only makes life easier for LDB staff, but also serves customers; for example, if a product is not available in a liquor store, HOST can report the expected dates of the next delivery.

Paperless trade between the LDB and its industry partners is one of the advantages of electronic data interchange (EDI), a computer-based system for handling business transactions. Purchase orders and invoices are the first transactions to be processed by EDI, resulting in faster invoicing and disbursements, reduced inventories and better utilization of staff.

SPACEMAN is a computer program that aids in the stocking of store shelves, using sales history data, the aim being to optimize retail space. The program produces "Planograms," graphic representations of store shelves, indicating the quantity and placement of products, in an easy-to-follow format. The principle advantage of the system is that it allows customization, reflecting the sales of individual outlets; this means that stores are designed to meet the needs of their customers, and provide maximum convenience and accessibility.

The branch has embarked on a new computer system for the Distribution Department, which will greatly enhance and modernize our current operation. Called IMREX, the program is flexible enough to allow modifications to be made that will tailor it closely to the LDB's needs. IMREX helps with everything from the racking and storage of product in the warehouse, to providing information on product substitutes.

Head office staff now have convenient access to computer hardware and software at Info Place, designed to take the fear out of technology. Info Place is a centrally located facility featuring several computer work stations, each with its own combination of programs, monitors and printers. Staff are allowed hands-on experience on a wide variety of computer configurations, and have access to special equipment, such as scanners and colour printers, when they require them.

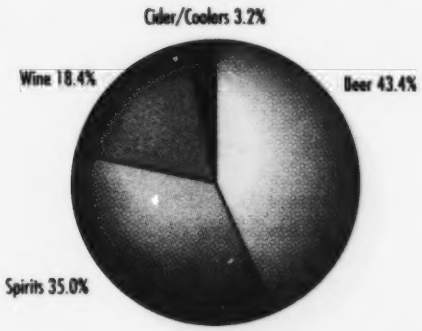
Statistical Review

Retail Sales
Gross Profit
Volume Consumption
Absolute Alcohol Consumption
Spirits by Origin
Wine by Origin
Historical Volume Sales by Category
Historical Retail Sales by Category
Sales by Category – Counter & Licensee (Dollars)
Sales by Category – Counter & Licensee (Litres)
Provincial Retail Dollar Sales by Source
Application of Liquor Distribution Branch Revenues
Retail Price Breakdown

Statistical Review

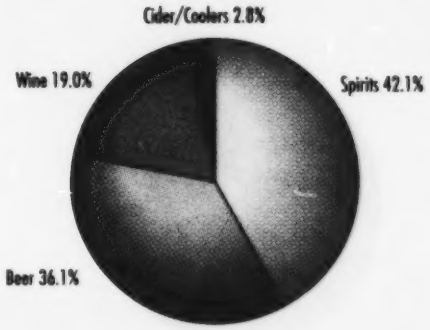
Retail Sales

Total = $1,343.7 Million



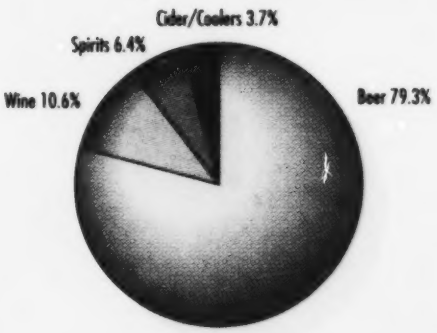
Gross Profit

Total = $609.7 Million



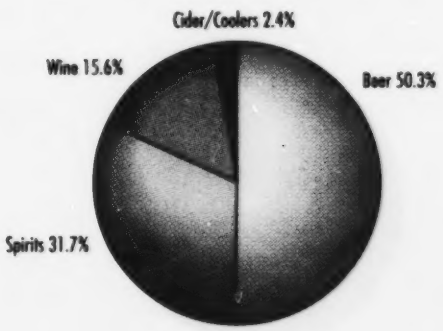
Volume Consumption

Total = $321.3 Million Litres

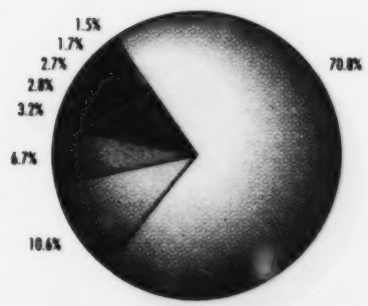


Absolute Alcohol Consumption

Total = $25.0 Million Litres

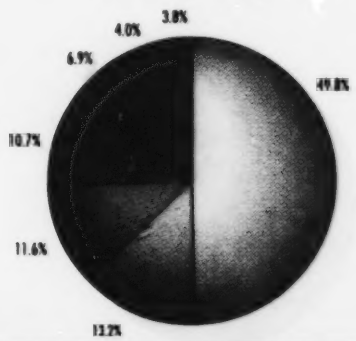


Spirits by Origin



Canada 70.8%	Ireland 2.8%
U.K. 10.6%	France 2.7%
Other 6.7%	Mexico 1.7%
U.S. 3.2%	Finland 1.5%

Wine by Origin

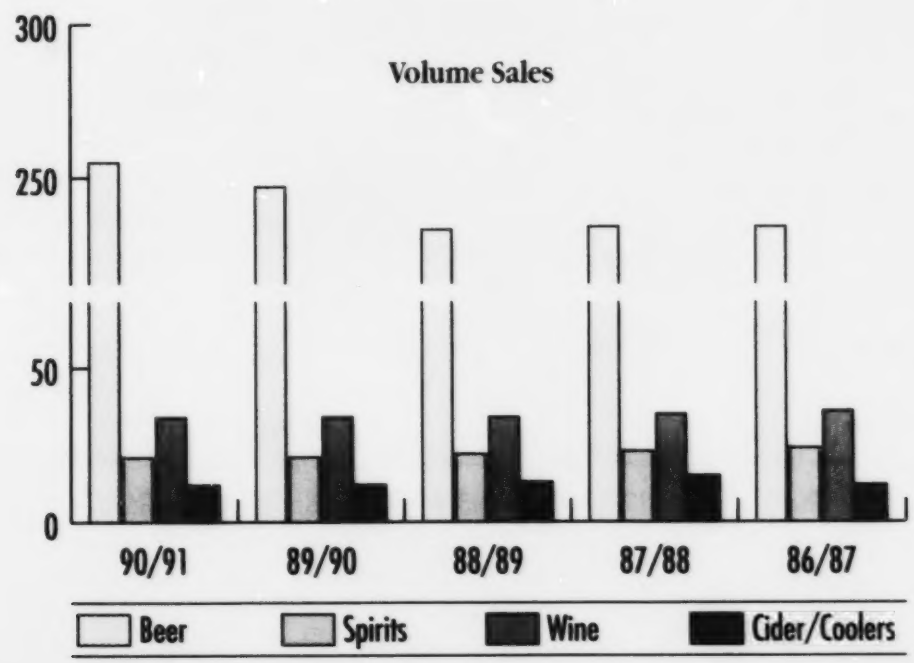


Canada 49.8%	Italy 6.9%
France 13.2%	Australia 4.0%
U.S. 11.6%	Germany 3.8%
Other 10.7%	

Historical Volume Sales by Category

(thousands of litres)

	1990/91 L	Change %	1989/90 L	Change %	1988/89 L	Change %	1987/88 L	Change %	1986/87 L
SPIRITS									
Domestic	14.615	4.8	13.948	-10.9	15.660	-6.3	16.706	-5.2	17.615
Imported	6.025	-16.5	7.215	23.2	5.857	-0.6	5.891	-2.8	6.062
TOTAL SPIRITS	20.640	-2.5	21.163	-1.6	21.517	-4.8	22.597	-4.6	23.676
WINE									
Domestic	16.952	3.0	16.464	-16.5	19.717	-5.8	20.928	-4.6	21.935
Imported	17.095	-0.6	17.206	24.4	13.836	2.0	13.567	-3.1	14.001
TOTAL WINE	34.047	1.1	33.670	0.4	33.552	-2.7	34.495	-4.0	35.937
BEER									
Domestic	234.053	1.8	229.809	5.7	217.430	-1.8	221.370	-0.7	222.900
Imported	20.703	20.9	17.121	8.8	15.739	29.4	12.168	14.3	10.649
TOTAL BEER	254.756	3.2	246.930	5.9	233.169	-0.2	233.538	0.0	233.549
CIDER	5.361	-7.3	5.785	-7.1	6.228	-25.1	8.315	16.6	7.133
COOLERS	6.472	-3.2	6.688	-6.1	7.119	0.8	7.066	43.4	4.928
TOTAL VOLUME	321.276	2.2	314.236	4.2	301.585	-1.4	306.010	0.3	305.222
TOTAL ABSOLUTE ALCOHOL	24.982	0.5	24.855	2.2	24.327	-2.7	25.002	-1.6	25.420



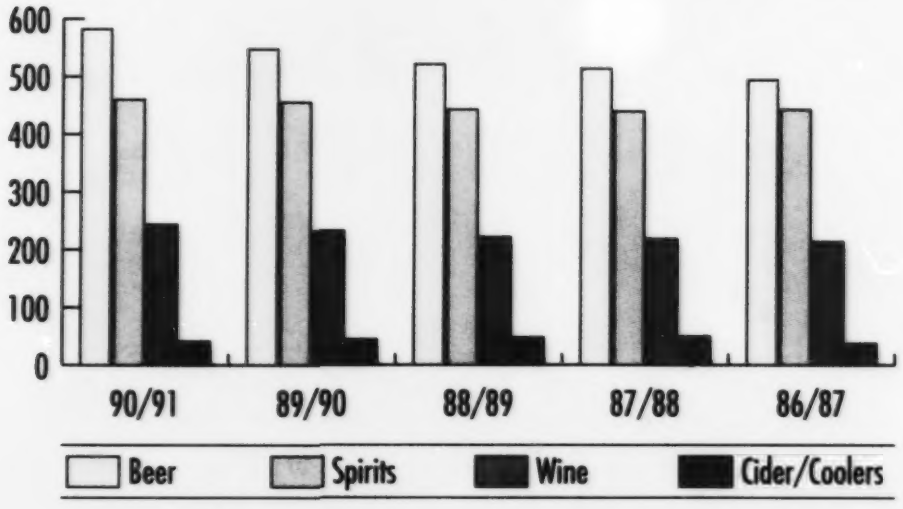
Historical Retail Sales by Category

(thousands of dollars)

	1990/91 $	Change %	1989/90 $	Change %	1988/89 $	Change %	1987/88 $	Change %	1986/87 $
SPIRITS									
Domestic	308.280	8.2	284.901	-6.8	305.646	-0.6	307.559	-1.6	312.668
Imported	151.610	-11.4	171.093	24.1	137.863	4.6	131.763	1.2	130.241
TOTAL SPIRITS	459.890	0.9	455.994	2.8	443.509	1.0	439.322	-0.8	442.909
WINE									
Domestic	86.417	0.2	86.251	-13.9	100.207	-1.4	101.588	5.1	96.659
Imported	157.251	8.1	145.472	20.4	120.786	3.2	117.086	0.9	115.999
TOTAL WINE	243.668	5.2	231.723	4.9	220.993	1.1	218.674	2.8	212.658
BEER									
Domestic	531.966	5.1	506.053	4.8	482.816	0.1	482.200	3.3	466.963
Imported	51.007	20.7	42.259	8.2	39.046	21.9	32.028	12.5	28.471
TOTAL BEER	582.973	6.3	548.312	5.1	521.862	1.5	514.228	3.8	495.434
CIDER	16.661	-5.7	17.672	-13.2	20.349	-21.7	25.975	26.3	20.568
COOLERS	25.534	-3.1	26.359	-1.7	26.811	9.1	24.572	53.2	16.038
TOTAL SALES	1.328.726	3.8	1.280.060	3.8	1.233.524	0.9	1.222.771	3.0	1.187.607

NOTE. Figures exclude Provincial Sales Tax.

Retail Sales



Sales by Category – Counter & Licensee (Dollars)

For the year ended March 31, 1991

DOLLARS	1991 Counter	1991 Licensee	1991 Total	1990 Total	(Decrease) Increase $	%
SPIRITS						
Canadian	261.276.218	47.004.191	308.280.409	284.900.759	23.379.650	8.21
Imported	115.870.218	35.739.978	151.610.196	171.093.258	(19.483.062)	(11.39)
	377.146.436	82.744.169	459.890.605	231.723.106	228.167.499	98.47
WINES						
British Columbia	76.352.613	9.276.671	85.629.284	85.333.680	295.604	0.35
Other Canadian	723.324	63.963	787.287	917.000	(129.713)	(14.15)
	77.075.937	9.340.634	86.416.571	86.250.680	165.891	0.19
Imported	116.824.296	40.426.611	157.250.907	145.472.426	11.778.481	8.10
	193.900.233	49.767.245	243.667.478	231.723.106	11.944.372	5.15
MALT LIQUOR						
Canadian	346.387.827	185.578.120	531.965.947	506.052.672	25.913.275	5.12
Imported	39.066.390	11.940.242	51.006.632	42.258.724	8.747.908	20.70
	385.454.217	197.518.362	582.972.579	26.359.029	556.613.550	2.111.66
CIDER						
Canadian	12.341.806	4.304.449	16.646.255	17.656.782	(1.010.527)	(5.72)
Imported	12.845	1.738	14.583	15.569	(986)	(6.33)
	12.354.651	4.306.187	16.660.838	26.359.029	(9.698.191)	(36.79)
COOLERS						
Canadian	19.363.780	4.586.127	23.949.907	24.987.324	(1.037.417)	(4.15)
Imported	1.535.693	48.588	1.584.281	1.371.705	212.576	15.50
	20.899.473	4.634.715	25.534.188	26.359.029	(824.841)	(3.13)
Total Liquor Sales	989.755.010	338.970.678	1.328.725.688	1.280.059.899	48.665.789	3.80
Non-Alcoholic	680.378	4.801	685.179	600.562	84.617	14.09
TOTAL LDB SALES	990.435.388	338.975.479	1.329.410.867	1.280.660.461	48.750.406	3.81

Sales by Category – Counter & Licensee (Litres)

For the year ended March 31, 1991

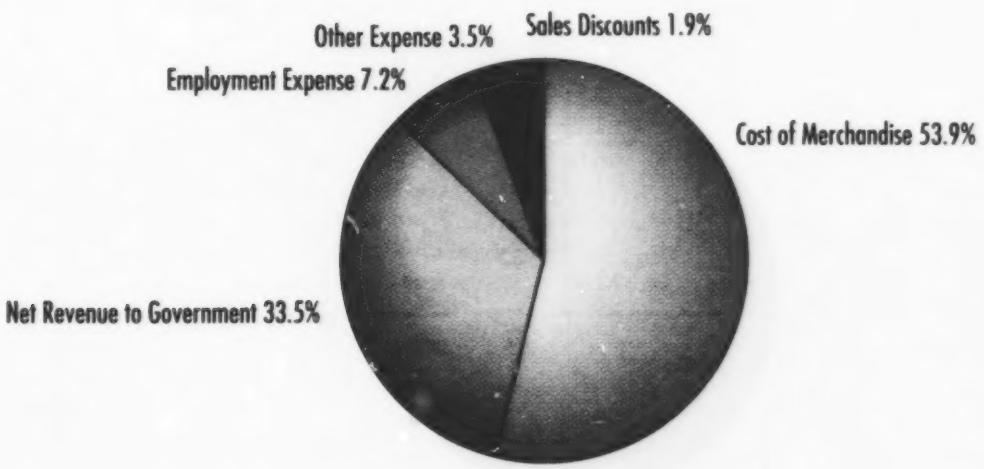
LITRES	1991 Counter	1991 Licensee	1991 Total	1990 Total	(Decrease) Increase $	%
SPIRITS						
Canadian	12,439,901	2,309,814	14,749,715	13,947,824	801,891	5.7
Imported	4,549,634	1,341,610	5,891,244	7,214,853	(1,323,609)	(18.3)
	16,989,535	3,651,424	20,640,959	21,162,677	(521,718)	(2.5)
WINES						
British Columbia	14,598,777	1,868,001	16,466,778	16,357,877	108,901	0.7
Other Canadian	100,954	6,117	107,071	106,585	486	0.5
	14,699,731	1,874,118	16,573,849	16,464,462	109,387	0.7
Imported	12,850,326	4,298,233	17,148,559	17,205,534	(56,975)	(0.3)
	27,550,057	6,172,351	33,722,408	33,669,996	52,412	0.2
MALT LIQUOR						
Canadian	144,789,710	88,936,791	233,726,501	229,808,863	3,917,638	1.7
Imported	17,372,111	3,395,689	20,767,800	17,121,402	3,646,398	21.3
	162,161,821	92,332,480	254,494,301	246,930,265	7,564,036	3.1
CIDER						
Canadian	3,976,572	1,382,939	5,359,511	5,782,642	(423,131)	(7.3)
Imported	1,065	275	1,340	2,050	(710)	(34.6)
	3,977,637	1,383,214	5,360,851	5,784,692	(423,841)	(7.3)
COOLERS						
Canadian	4,954,394	1,088,889	6,043,283	6,314,559	(271,276)	(4.3)
Imported	415,239	13,004	428,243	373,891	54,352	14.5
	5,369,633	1,101,893	6,471,526	6,688,450	(216,924)	(3.2)
TOTAL LDB SALES	216,048,683	104,641,362	320,690,045	314,236,080	6,453,965	2.1

Provincial Sales by Source

	1990/91 %	1989/90 %	1988/89 %	1987/88 %
COUNTER SALES				
Liquor Distribution Branch Stores	57.7	59.3	61.1	62.9
Licensee Retail Stores	13.9	11.4	9.4	6.8
Rural Agency Stores	2.5	2.6	2.3	2.1
Industry Agency Stores	0.4	0.2	0.6	0.6
TOTAL COUNTER SALES	74.5	73.5	73.4	72.4
LICENSEE SALES	25.5	26.5	26.6	27.5
TOTAL SALES	100.0	100.0	100.0	100.0

NOTE: - Figures are percentages of total provincial retail dollar sales excluding provincial sales tax. Individual figures may not add to totals due to rounding.
- The licensee figure refers to licensees and not licensee sales to the public.

Application of LDB Revenues



NOTE: Based on total LDB sales of $1,329.4 million and other income of $5.0 million. Cost of merchandise includes wholesale cost, agents' domestic charges, federal duties and federal taxes. Other expenses include store costs, freight and supplies. The Goods and Services Tax, where applicable, has not been included in the $1,329.4 million sales figure.

Retail Price Breakdown

Examples as at March 31, 1991

B.C. Table Wine 750 ml bottle	
Prime Cost to LDB	2.09
Federal Excise/Duty	.38
Sub-Total	2.47
LDB Markup	2.23
Provincial Sales Tax	.47
G.S.T.	.33
Total Cost to Consumer	**5.50**

Imported Table Wine 750 ml bottle	
Prime Cost to LDB	3.02
Federal Excise/Duty	.42
Sub-Total	3.44
LDB Markup	4.25
Provincial Sales Tax	.77
G.S.T.	.54
Total Cost to Consumer	**9.00**

Domestic Spirits 750 ml bottle	
Prime Cost to LDB	3.77
Federal Excise/Duty	3.32
Sub-Total	7.09
LDB Markup	10.22
Provincial Sales Tax	1.73
G.S.T.	1.21
Total Cost to Consumer	**20.25**

Imported Spirits 750 ml bottle	
Prime Cost to LDB	4.58
Federal Excise/Duty	3.34
Sub-Total	7.92
LDB Markup	11.70
Provincial Sales Tax	1.96
G.S.T.	1.37
Total Cost to Consumer	**22.95**

Regular Bottled Domestic Beer (Case of 12 x 341 ml)	
Prime Cost to LDB	5.21
Federal Excise/Duty	1.15
Sub-Total	6.36
LDB Markup	4.15
Provincial Sales Tax	1.05
G.S.T.	.74
Total Cost to Consumer	**12.30**

Bottled Imported Beer (Case of 6 x 355 ml)	
Prime Cost to LDB	3.48
Federal Excise/Duty	.67
Sub-Total	4.15
LDB Markup	3.76
Provincial Sales Tax	.79
G.S.T.	.55
Total Cost to Consumer	**9.25**

NOTE: For comparisons to previous year it must be noted that these figures include the implementation of the Federal Goods and Services Tax.

British Columbia Liquor Distribution Branch
Financial Statements for the year ended March 31, 1991

Management's Comments

The accompanying unaudited balance sheet of the British Columbia Liquor Distribution Branch as at March 31, 1991, and the unaudited statements of income, changes in Province of British Columbia advance and changes in cash resources for the year ended March 31, 1991, were prepared by the Finance Department of the Liquor Distribution Branch. These financial statements have been prepared in accordance with generally accepted accounting principles in a manner consistent with the prior year. Appropriate internal controls are in place to ensure that transactions are appropriately authorized and reported upon.

The British Columbia Liquor Distribution Branch is a government enterprise for the purpose of government reporting and therefore the Branch's financial statements are included in the Public Accounts of the Province of British Columbia. The accounts and records of the Branch were reviewed by the Office of the Auditor General of British Columbia in conjunction with their annual audit of the Province of British Columbia's General Fund Financial Statements.

Order of Financial Statements

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Balance Sheet
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Schedule of Operating Expenses
Statement of Debentures and Notes Payable Outstanding

Financial Statements
For the year ended March 31, 1991

Balance Sheet
March 31, 1991 (Unaudited)

ASSETS

	1991 in thousands of dollars	1990 in thousands of dollars
CURRENT ASSETS		
Cash	$ -	$5,736
Accounts receivable	1,658	2,010
Inventories	47,488	55,617
Prepaid expenses	1,288	546
	50,434	63,909
PROVINCE OF BRITISH COLUMBIA		
Recoverable	1,653	-
FIXED ASSETS, at cost (note 3)	45,061	42,160
Less accumulated depreciation	36,879	33,976
	8,182	8,184
	$60,269	$72,093

LIABILITIES

CURRENT LIABILITIES		
Bank indebtedness	$11,222	$ -
Accounts payable and accrued liabilities	49,047	55,123
PROVINCE OF BRITISH COLUMBIA		
Advance	-	16,970
	$60,269	$72,093

Commitments and Contingency (notes 5 & 6)
See accompanying notes to the financial statements.

Approved By:

General Manager

Director of Finance

Statement of Income

For the year ended March 31, 1991 (Unaudited)

	1991 in thousands of dollars	1990 in thousands of dollars
SALES	$1,329,411	$1,280,660
LESS SALES DISCOUNTS	25,620	21,231
	1,303,791	1,259,429
COST OF MERCHANDISE SOLD	720,825	715,646
GROSS MARGIN	582,966	543,783
OPERATING EXPENSES (Supplementary Statement)	142,629	128,476
	440,337	415,307
OTHER INCOME	4,962	4,290
NET INCOME	$445,299	$419,597

Statement of Changes in Province of British Columbia Advance

For the year ended March 31, 1991

	1991 in thousands of dollars	1990 in thousands of dollars
Balance at beginning of year	$16,970	$14,399
Net Income	445,299	419,597
Cash payments to Provincial Treasury	(463,922)	(417,026)
BALANCE AT END OF YEAR	($1,653)	$16,970

See accompanying notes to the financial statements.

Statement of Changes in Cash Resources

For the year ended March 31, 1991 (Unaudited)

	1991 in thousands of dollars	1990 in thousands of dollars
OPERATING ACTIVITIES		
Cash from Operations:		
Net Income	$445,299	$419,597
Amounts charged against income not requiring an outlay of cash:		
Depreciation	2,903	2,910
Gain on disposal of fixed assets	(191)	(253)
Decrease in accounts receivable	352	289
Decrease in inventory	8,129	2,391
(Increase) decrease in prepaid expenses	(742)	130
Decrease in accounts payable	(6,076)	(3,840)
	449,674	421,224
FINANCING ACTIVITIES		
Cash payments to Provincial Treasury	(463,922)	(417,027)
	(14,248)	4,197
INVESTING ACTIVITIES		
Acquisition of fixed assets	(2,901)	(2,658)
Proceeds on disposal	191	259
	(2,710)	(2,399)
(DECREASE) INCREASE IN CASH	(16,958)	1,798
CASH AT BEGINNING OF YEAR	5,736	3,938
(BANK INDEBTEDNESS) CASH AT END OF YEAR	($11,222)	$5,736

See accompanying notes to the financial statements.

Notes to the Financial Statements

For the year ended March 31, 1991

1. STATUS OF THE BRANCH

The Liquor Distribution Branch obtains its authority for operation from the Liquor Distribution Act which is administered by the Ministry of Labour and Consumer Services. As stated in Section 2 of this Act, the Liquor Distribution Branch has the exclusive right to purchase liquor for resale and reuse in the Province in accordance with the provisions of the Importation of Intoxicating Liquors Act (Canada).

2. SIGNIFICANT ACCOUNTING POLICIES

As prescribed by Section 18 of the Liquor Distribution Act, the financial statements of the Liquor Distribution Branch are prepared in accordance with generally accepted accounting principles.

Significant accounting policies are as follows:

Inventories

Inventories are valued at the lower of latest landed cost and net realizable value.

Fixed assets

Fixed assets are depreciated on a straight line basis as follows:

Buildings	- 7.5% per annum
Leasehold Improvements	- a minimum of 10% per annum or a rate sufficient to write off the cost over the remaining life of the respective lease.
Furniture, Fixtures, Vehicles and Equipment	- 25% per annum.

3. FIXED ASSETS

	1991 (in thousands of dollars)			1990 (in thousands of dollars)
	Cost	Accumulated Depreciation	Net book Value	Net book Value
Land	$1,116	$-	$1,116	$1,119
Buildings	11,470	9,430	2,040	2,511
Leasehold Improvements	4,751	4,372	379	524
Furniture, Fixtures Vehicles & Equipment	27,724	23,077	4,647	4,030
	$45,061	$36,879	$8,182	$8,184

4. SALES

Total sales as reported include sales to retail consumers, licensed establishments, licensee retail stores and agency stores through the Liquor Distribution Branch's stores. These figures do not include subsequent resale by licensed establishments, licensee retail stores and agency stores.

5. COMMITMENTS

Federal Taxes

The Liquor Distribution Branch maintains inventory in its bonded warehouse for which federal taxes have neither been paid nor recorded in these financial statements. As at March 31, 1991, the future liability for these taxes approximates $5.9 million. These taxes are payable when inventory is shipped from the Liquor Distribution Branch's bonded warehouse.

Leased Premises and equipment

Future commitments for leased premises and equipment for the next five years are as follows:

Year ended March 31, 1992	$10.3 million
1993	9.1
1994	8.1
1995	7.1
1996	6.7
Subsequent years	15.3
TOTAL	$56.6 million

6. CONTINGENCY

Agents' Stocking Program

The Liquor Distribution Branch has authorized suppliers' agents to import and warehouse liquor for subsequent purchase by the Branch. Under this program, the Liquor Distribution Branch has a contractual obligation to purchase all inventories held by the agent should the agent opt out of the program. As at March 31, 1991, the value of agents' inventories totalled approximately $35.2 million and the future liability for federal excise taxes thereon is $11.5 million.

7. SUPERANNUATION FUND

The Liquor Distribution Branch is an approved employer under the Pension (Public Service) Act. Eligible employees of the Liquor Distribution Branch contribute to the Public Service Superannuation Fund at a rate of 5.5% of pensionable salary up to the year's maximum pensionable earnings as defined in the Canada Pension Plan and at a rate of 7% of pensionable salary in excess of the year's maximum pensionable earnings. An additional 1.25% of pensionable salary is deducted and used to finance the payment of inflation adjustment supplements. In addition to matching the employees' contributions, the Liquor Distribution Branch contributes an additional 2.5% of pensionable salary for basic pension benefits.

An actuarial evaluation of the Public Service Superannuation Fund was made at March 31, 1990. Details of the unfunded liability are described in the Public Service Superannuation Fund financial statements included in the Public Accounts. The portion of the unfunded liability attributable to the Liquor Distribution Branch was not determined by the actuary. No provision has been made in the accounts for any unfunded liability. Payments in future years will be considered as a current year expense in the year incurred.

8. SUBSEQUENT EVENTS

On May 9, 1990, Canadian Airlines International Ltd. and its predecessor companies commenced a Supreme Court action in British Columbia for the return of all Provincial mark-up amounts paid. This action alleges that all monies paid to date to the Liquor Distribution Branch were "paid under a unilateral mistake of law." The liability of the Liquor Distribution Branch (if any) under this claim is not determinable with any degree of accuracy at this time. The Liquor Distribution Branch has defended this action and does not believe it has merit.

Revenue Canada, Customs and Excise has assessed the Liquor Distribution Branch for additional Federal Sales Tax for the calendar year 1990 on an imported product. The Liquor Distribution Branch has appealed the ruling. If the Branch's appeal is denied, further assessment would result and the liability on imported products is estimated at $6 million.

9. COMPARATIVE FIGURES

Certain of the prior year's figures have been reclassified to conform with the presentation adopted for the current year.

Statement of Operating Expenses

For the year ended March 31, 1991 (Unaudited)

	Warehouse in thousands of dollars	**Retail Stores** in thousands of dollars	**Administration** in thousands of dollars	**1991 Total** in thousands of dollars	**1990 Total** in thousands of dollars
Salaries and Wages	$6,494	$59,443	$15,100	$81,037	$73,542
Superannuation	461	4,276	1,065	5,802	5,538
Unemployment Insurance	168	1,563	389	2,120	1,763
Dental and Extended Health	117	1,087	271	1,475	1,266
Canada Pension	117	1,082	269	1,468	1,296
Workers' Compensation Board	98	907	226	1,231	1,028
B.C. Medical	99	920	229	1,248	1,221
Long Term Disability	48	443	110	601	561
Group Insurance	25	234	58	317	291
Staff Benefits	4	17	57	78	79
Total salaries, wages and benefits	7,631	69,972	17,774	95,377	86,585
Rents	227	12,110	2,898	15,235	14,081
Data Processing	0	0	9,238	9,238	6,354
Freight to Stores	0	3,999	0	3,999	3,672
Depreciation	464	1,210	1,229	2,903	2,910
Repairs and Maintenance	122	1,286	1,385	2,793	3,104
Sundries	167	882	1,578	2,627	2,145
Light, Water and Fuel	119	1,865	277	2,261	1,830
Printing, Stationery and Postage	7	69	1,818	1,894	1,564
Janitorial and scavenging	29	1,065	265	1,359	1,289
Store Wrapping Supplies	0	1,257	0	1,257	1,232
Telephone and Telegraph	29	505	645	1,179	1,013
Travelling	17	141	1,005	1,163	1,430
Armoured Car Service	0	0	549	549	513
Property Charges	73	103	318	494	466
Warehouse Equipment Costs	301	0	0	301	288
Total	$9,186	$94,464	$38,979	$142,629	$128,476

See accompanying notes to the financial statements.

Statement of Debentures & Notes Payable Outstanding

For the year ended March 31, 1991

Balance at beginning of year	$ nil
Issued or redeemed during the year	–
Balance at end of year	$ nil

Store Sales by Economic Development Region

For the year ended March 31, 1991

STORE NO.	NAME	SALES RETAIL $	SALES LITRES	LITRE PRODUCT MIX SPIRITS %	WINE %	BEER %	CIDER/ COOLERS %
VANCOUVER ISLAND/COAST							
225	ALERT BAY	517.762	89.153	13.0	13.5	57.9	15.7
171	BELLA BELLA	850.996	155.412	14.5	2.8	76.3	6.4
232	BELLA COOLA	1.022.791	219.245	9.8	7.7	74.7	7.8
5	CAMPBELL RIVER	11.428.787	1.894.519	13.8	16.1	63.7	6.5
206	CHEMAINUS	1.970.865	400.978	11.0	12.0	70.1	6.9
235	COMOX	3.424.854	612.305	11.8	20.5	61.4	6.4
10	COURTENAY	9.801.288	1.902.324	10.7	14.9	68.0	6.5
8	CUMBERLAND	789.552	200.249	7.1	7.0	81.4	4.5
12	DUNCAN	9.310.852	1.661.477	12.2	17.7	62.9	7.2
134	GABRIOLA ISLAND	867.720	170.142	9.5	18.9	66.5	5.0
204	GANGES	3.419.068	548.138	13.0	23.3	57.2	6.6
55	GOLD RIVER	893.373	205.883	8.0	7.2	79.7	5.2
24	LADYSMITH	2.581.468	514.645	11.3	11.4	72.2	5.1
67	LAKE COWICHAN	1.725.223	402.172	8.6	7.2	78.7	5.5
173	MILL BAY	2.541.169	446.015	12.8	17.2	64.6	5.3
	NANAIMO						
33	- Cavan	4.679.241	741.589	15.6	18.3	60.5	5.6
159	- Harewood	5.365.477	795.152	16.8	22.6	54.5	6.1
243	- Terminal Park	10.604.098	1.640.846	15.4	19.9	56.6	8.2
	PARKSVILLE						
42	- Parksville	4.534.220	789.449	12.5	18.8	60.3	8.4
157	- Parksville North	2.988.929	518.424	13.0	19.8	61.7	5.4
155	PENDER ISLAND	830.372	144.480	11.2	22.4	60.5	5.9
	PORT ALBERNI						
40	- Port Alberni	3.878.340	751.534	11.6	12.5	70.2	5.7
104	- Northport	4.194.530	828.008	10.8	13.5	67.8	8.0
128	PORT ALICE	478.011	91.164	11.3	9.1	72.9	6.7
236	PORT HARDY	2.525.622	418.616	14.1	15.3	62.9	7.7
115	PORT MCNEILL	2.285.181	436.497	11.2	10.4	69.6	8.8
41	POWELL RIVER	6.192.474	1.121.575	12.1	16.2	64.1	7.6
34	QUALICUM	3.542.690	577.233	14.2	20.9	59.6	5.4
50	SIDNEY	9.333.310	1.435.453	13.9	26.5	54.2	5.4
229	SOOKE	2.310.073	441.060	11.6	12.7	70.5	5.2
56	TAHSIS	387.965	67.240	14.5	8.6	68.9	8.0
118	TOFINO	1.274.127	243.220	8.9	17.5	65.3	8.3
216	UCLUELET	1.164.158	239.737	9.7	11.6	72.7	5.9
	VICTORIA (GREATER)						
59	- Trafalgar Square	4.523.012	1.153.041	5.9	11.1	80.6	2.5
61	- Windsor Court Mall	3.767.900	577.078	14.0	23.5	58.4	4.1
68	- Esquimalt	3.162.708	597.067	11.8	14.7	69.3	4.2
124	- Gorge & Tillicum	9.219.793	1.865.870	10.1	13.5	71.8	4.7
125	- Langford	4.674.023	945.696	10.6	12.5	71.8	5.1
140	- Cedar Hill	5.376.444	933.459	11.8	22.6	61.3	4.3
150	- James Bay	3.378.105	571.570	12.2	23.8	60.5	3.5
161	- Quadra & Hillside	9.412.738	2.044.419	8.3	12.3	74.5	4.8

STORE NO.	NAME	SALES RETAIL $	SALES LITRES	LITRE PRODUCT MIX SPIRITS %	WINE %	BEER %	CIDER/ COOLERS %
178	- Fairfield	959.687	145.980	11.7	33.9	51.4	3.0
218	- Fort Street	14.203.699	2.105.167	11.5	31.1	53.3	4.1
219	- Colwood	4.416.305	880.723	10.3	15.4	69.4	5.0
231	- Government Street Licensee	15.158.162	2.768.809	9.3	22.3	60.3	8.0
242	- Saanich	9.820.929	1.815.288	10.6	19.9	64.5	5.0
MAINLAND/SOUTHWEST							
1	ABBOTSFORD	6.155.183	1.061.258	12.8	19.2	62.0	6.0
64	AGASSIZ	1.807.861	345.015	9.8	16.7	69.3	4.2
109	ALDERGROVE	4.214.565	784.268	11.8	15.6	65.8	6.8
	BURNABY						
77	- Lougheed Plaza	8.241.407	1.340.229	13.1	22.1	59.3	5.5
121	- Royal Oak & Rumble	4.188.963	800.728	11.1	15.7	69.9	3.3
137	- Kensington	4.073.354	735.922	11.4	18.3	66.7	3.5
203	- South Burnaby	5.737.089	1.048.116	11.4	18.0	66.8	3.9
217	- North Burnaby	9.818.581	1.835.641	10.1	17.5	67.0	5.3
220	- Middlegate Mall	9.489.003	1.872.159	9.8	14.2	71.4	4.6
	CHILLIWACK						
7	- Chilliwack	7.687.185	1.388.862	12.8	15.3	64.8	7.1
170	- Chilliwack Mall	4.477.473	729.407	15.1	18.6	60.2	6.1
149	CLEARBROOK	7.426.858	1.309.757	13.2	15.3	66.8	4.7
	COQUITLAM						
153	- Como Lake	4.418.330	774.078	10.6	21.9	62.9	4.6
200	- Austin Road	5.209.283	974.301	11.4	16.7	68.5	3.5
	DELTA						
145	- Scottsdale	7.998.341	1.259.787	14.3	23.4	57.0	5.2
241	- Kennedy Heights	8.592.088	1.405.164	15.0	15.5	64.4	5.1
127	FORT LANGLEY	2.022.678	360.666	12.2	17.4	66.6	3.8
80	GIBSONS	4.458.030	815.748	11.9	14.6	68.7	4.8
71	HOPE	2.934.233	622.241	9.9	9.5	75.4	5.2
25	LADNER	4.959.932	813.220	13.3	23.0	58.1	5.6
	LANGLEY						
22	- Langley	6.064.087	940.741	15.9	21.0	57.5	5.7
158	- Langley Willowbrook	8.659.576	1.376.994	14.3	21.7	57.0	7.0
23	LILLOOET	1.585.327	344.431	8.5	11.7	73.6	6.2
93	MADEIRA PARK	1.389.396	235.130	14.2	15.5	64.8	5.5
	MAPLE RIDGE						
65	- Haney	6.609.740	1.135.494	13.4	18.3	62.9	5.4
164	- West Maple Ridge	4.912.174	873.593	12.7	16.4	65.1	5.8
27	MISSION PLAZA	4.939.741	892.465	12.8	13.9	66.9	6.4
	NEW WESTMINSTER						
31	- 10th Street	8.220.396	1.455.250	12.2	16.0	66.7	5.0
97	- Royal Square	4.076.314	714.516	12.5	19.3	63.5	4.6
	NORTH VANCOUVER						
30	- 2nd Street	8.127.791	1.578.211	9.2	18.6	66.9	5.3
107	- Westview	8.683.975	1.513.494	10.4	22.1	63.0	4.5

STORE NO.	NAME	SALES RETAIL $	SALES LITRE	LITRE PRODUCT MIX SPIRITS %	WINE %	BEER %	CIDER/ COOLERS %
133	- Dollarton	3.132.032	554.247	9.9	25.1	61.1	3.9
152	- Capilano Mall	4.218.331	687.293	11.9	27.0	55.9	5.3
247	- Lynn Valley	8.095.516	1.495.018	9.9	21.4	64.7	4.1
101	PEMBERTON	1.107.695	253.542	7.5	9.0	77.8	5.8
165	PITT MEADOWS	1.661.141	312.364	11.1	16.6	66.2	6.1
	PORT COQUITLAM						
11	- Port Coquitlam	4.445.517	784.161	12.7	17.1	64.2	6.0
89	- Prairie Mall	2.783.660	553.229	10.6	13.6	71.9	3.9
163	- Westwood Mall	7.257.265	1.212.032	13.4	19.5	61.3	5.8
205	PORT MOODY	3.347.607	577.867	12.3	20.2	62.7	4.8
	RICHMOND						
76	- Brighouse	11.686.869	1.976.927	11.6	20.0	64.0	4.4
120	- Shellmont	4.158.377	783.536	10.4	18.0	67.4	4.2
176	- Blundell	6.151.121	1.050.895	11.7	22.1	62.5	3.7
244	- Seafair	6.528.564	1.098.747	12.0	23.1	59.7	5.2
230	SECHELT	4.350.711	753.720	12.8	17.3	65.3	4.6
208	SQUAMISH	3.696.280	686.101	11.6	13.6	69.3	5.5
	SURREY						
70	- Cloverdale	3.881.442	734.597	12.0	14.5	69.9	3.7
110	- Ocean Park	4.803.916	755.490	12.3	29.6	53.6	4.5
116	- North Surrey	5.738.741	983.361	14.2	14.3	65.9	5.5
122	- Whalley	6.795.684	1.231.245	12.9	13.9	68.4	4.7
172	- Newton	6.782.977	1.188.075	13.4	14.9	67.1	4.6
240	- Guildford	7.074.774	1.120.925	14.9	20.5	59.8	4.8
98	TSAWWASSEN	5.371.529	803.601	13.7	31.3	51.5	3.4
	VANCOUVER						
38	- Marpole	6.538.027	1.143.590	10.6	21.1	64.4	4.0
53	- Harbour Centre	2.414.618	391.857	12.8	21.1	63.7	2.4
58	- Hastings & Slocan	9.912.745	2.474.977	6.0	7.7	84.0	2.4
87	- Victoria Drive	9.368.245	1.816.335	10.7	11.5	73.7	4.1
90	- Jericho Village	6.489.023	1.223.786	7.3	21.3	67.2	4.1
94	- Bute Street	4.637.209	906.163	9.1	17.5	69.6	3.8
100	- Central Licensee	61.751.211	5.434.750	30.5	40.1	20.9	8.5
102	- Dunbar	5.770.719	978.767	8.1	30.0	58.3	3.6
111	- Commercial Drive	6.420.110	1.379.136	7.5	13.3	76.0	3.1
112	- Cardero	5.120.508	928.690	9.7	21.0	65.8	3.5
113	- Senlac	10.717.666	2.514.447	7.4	8.6	81.1	3.0
117	- Broadway & Maple	10.501.630	1.946.592	8.2	20.7	67.1	4.1
123	- Kingsgate Mall	7.548.529	1.715.053	7.5	9.8	79.3	3.4
129	- Thurlow	9.932.459	1.347.475	9.1	29.6	57.6	3.6
136	- Arbutus	4.034.623	499.924	14.6	42.7	39.0	3.7
141	- 13th & Granville	2.938.713	454.132	10.8	28.2	56.3	4.7
144	- Mandarin Centre	1.778.577	244.455	17.6	22.3	58.2	1.9
146	- 18th & Cambie	3.308.013	619.604	8.1	20.3	67.3	4.4
160	- 39th & Cambie	12.703.125	1.611.731	11.0	32.8	53.3	3.0
177	- Crossroads	3.718.457	643.350	8.4	24.4	63.2	3.9

STORE NO.	NAME	SALES RETAIL $	SALES LITRES	LITRE PRODUCT MIX SPIRITS %	WINE %	BEER %	CIDER/ COOLERS %
210	- Kerrisdale	4,041,334	640,031	12.0	26.7	58.6	2.7
233	- Robson Street	8,313,114	1,472,058	9.4	21.5	65.0	4.1
237	- 28th & Main	4,809,201	1,034,910	8.5	10.1	78.2	3.2
	WEST VANCOUVER						
72	- West Vancouver	6,896,223	995,170	13.4	30.9	52.9	2.8
175	- Caulfeild	3,762,060	536,426	11.0	35.4	50.2	3.4
228	- Park Royal	8,297,393	1,028,486	14.3	41.7	40.9	3.1
302	WHISTLER	5,898,861	1,106,926	7.2	17.8	70.7	4.2
6	WHITE ROCK	8,931,888	1,396,872	14.3	24.6	57.6	3.5
	THOMPSON/OKANAGAN						
215	ARMSTRONG	1,491,526	303,160	11.3	9.6	74.3	4.8
2	ASHCROFT	677,428	138,966	10.6	10.6	75.2	3.7
138	BARRIERE	666,630	143,706	10.1	7.3	74.5	8.0
60	CACHE CREEK	763,723	146,451	12.5	10.1	71.2	6.3
226	CHASE	2,447,325	438,864	14.1	11.2	67.5	7.3
88	CLEARWATER	1,340,394	257,716	12.2	9.8	70.4	7.6
201	CLINTON	800,608	180,714	9.4	6.5	80.0	4.1
49	ENDERBY	1,344,265	255,229	12.4	11.9	67.7	8.1
16	GOLDEN	2,273,059	430,755	11.0	11.5	71.7	5.9
	KAMLOOPS						
21	- Kamloops	5,357,876	1,024,399	11.7	13.8	69.4	5.2
79	- Columbia Place	5,001,178	857,161	12.3	20.1	59.8	7.8
108	- Valleyview	3,037,630	545,801	13.0	15.3	65.1	6.6
147	- Westsyde	1,036,316	212,826	10.8	12.1	70.8	6.3
223	- Kamloops North	6,520,993	1,153,599	14.3	11.9	67.2	6.6
	KELOWNA						
20	- Leon	1,755,353	355,501	10.9	11.8	74.6	2.7
103	- Capri	3,850,438	693,154	13.1	16.0	67.1	3.8
143	- Westbank	3,944,426	724,079	12.9	14.5	66.5	6.0
148	- Mission Park	3,558,742	635,011	12.7	17.2	66.2	3.8
167	- Orchard Park	13,172,051	2,255,115	13.2	16.7	62.0	8.0
246	- Willow Park	3,418,205	770,918	9.5	8.4	78.9	3.2
19	KEREMEOS	935,414	216,526	8.7	6.9	80.9	3.4
139	LOGAN LAKE	576,494	116,488	10.8	12.4	71.3	5.5
214	LUMBY	993,606	210,825	10.1	7.8	73.6	8.4
209	LYTTON	542,809	125,286	7.9	10.5	77.2	4.4
29	MERRITT	2,782,530	520,453	12.5	13.1	68.3	6.1
69	OLIVER	1,806,575	377,728	9.9	12.5	73.3	4.3
83	OSOYOOS	2,177,596	448,512	9.6	13.4	68.3	8.7
	PENTICTON						
39	- Martin Street	4,181,054	703,166	14.1	18.5	61.4	6.1
130	- Penticton Plaza	6,493,864	1,202,639	12.0	16.6	65.6	5.8
37	PRINCETON	2,058,010	495,420	8.1	6.4	81.6	3.9
45	REVELSTOKE	2,808,290	536,187	10.7	12.3	72.0	5.0
48	SALMON ARM	4,900,054	877,023	13.3	14.4	65.8	6.5

STORE NO.	NAME	SALES RETAIL $	SALES LITRES	LITRE PRODUCT MIX SPIRITS %	WINE %	BEER %	CIDER/ COOLERS %
92	SICAMOUS	1.508.880	298.342	11.8	8.4	73.0	6.9
86	SUMMERLAND	2.249.656	494.885	8.8	12.5	74.7	3.9
	VERNON						
62	- Vernon	6.285.475	1.092.157	14.2	15.0	66.6	4.2
135	- Polson Place	5.342.901	836.288	15.9	20.2	53.2	10.7
166	WINFIELD	1.712.737	362.972	10.2	11.6	72.0	6.3
KOOTENAY							
78	CASTLEGAR	3.172.835	585.097	12.8	13.6	67.0	6.6
9	CRANBROOK	6.258.097	1.118.516	13.6	14.5	67.0	4.9
	CRESTON						
75	- Valley Mall	2.092.054	416.617	11.2	9.8	75.4	3.6
162	- Canyon Street	655.535	136.063	10.8	8.8	77.9	2.5
131	ELKFORD	549.262	114.270	10.8	6.4	77.7	5.2
13	FERNIE	2.007.120	387.108	11.7	11.9	71.0	5.4
95	FRUITVALE	963.481	252.799	6.6	7.1	82.9	3.4
15	GRAND FORKS	2.165.349	358.350	16.1	13.8	63.1	7.0
14	GREENWOOD	277.436	55.762	12.3	6.8	76.7	4.2
17	INVERMERE	3.116.661	527.909	12.8	17.2	64.2	5.8
18	KASLO	800.719	180.171	8.1	9.6	78.6	3.7
66	KIMBERLEY	2.113.670	401.003	12.2	13.8	70.0	3.9
202	NAKUSP	1.226.597	269.314	9.4	7.3	78.8	4.5
32	NELSON	5.105.405	860.016	13.3	18.6	61.5	6.6
74	NEW DENVER	393.901	85.114	8.6	9.8	75.8	5.9
245	RADIUM	1.133.489	250.892	8.0	9.0	77.8	5.1
44	ROSSLAND	1.102.915	217.606	9.4	17.6	69.2	3.9
207	SALMO	561.141	120.164	10.6	8.1	78.1	3.2
28	SPARWOOD	1.153.489	214.336	13.6	7.7	74.1	4.5
51	TRAIL	3.189.315	575.498	13.1	19.0	63.5	4.4
CARIBOO							
221	100 MILE HOUSE	4.335.773	795.321	13.2	11.9	69.3	5.6
106	MACKENZIE	2.233.959	456.435	11.1	6.2	78.4	4.3
26	MCBRIDE	513.791	123.041	7.7	5.9	83.8	2.6
	PRINCE GEORGE						
114	- Hart	2.012.216	395.575	12.1	8.2	75.5	4.2
126	- 10th Avenue	7.469.037	1.239.812	15.5	12.0	67.6	4.9
154	- College Heights	2.453.757	474.427	11.8	9.9	74.2	4.1
174	- 4th Avenue	12.032.571	2.192.653	12.8	12.9	67.2	7.1
	QUESNEL						
43	- Quesnel	4.142.276	659.442	16.5	14.2	61.3	8.0
156	- Quesnel West	1.377.831	258.005	13.3	10.3	72.7	3.7
96	VALEMOUNT	780.784	152.305	10.1	9.4	76.4	4.1
63	WILLIAMS LAKE	6.749.033	1.001.204	18.3	19.0	56.3	6.3

STORE NO.	NAME	SALES RETAIL $	LITRE PRODUCT MIX LITRES	LITRE PRODUCT MIX SPIRITS %	WINE %	BEER %	CIDER/ COOLERS %
NORTH COAST							
227	HAZELTON	999.585	226.862	7.1	11.1	74.7	7.1
213	KITIMAT	3.759.184	728.230	10.8	10.9	73.0	5.3
105	MASSET	1.371.660	283.533	8.8	9.5	75.9	5.8
35	PRINCE RUPERT	6.548.174	1.054.545	14.6	13.5	61.2	10.8
211	QUEEN CHARLOTTE CITY	1.386.526	265.663	10.2	9.7	73.5	6.6
47	STEWART	477.964	92.062	11.1	8.4	75.5	5.0
52	TERRACE	6.012.086	1.012.521	14.1	12.6	65.9	7.3
NECHAKO							
73	BURNS LAKE	1.704.331	319.551	12.0	12.0	69.8	6.2
248	FORT ST. JAMES	1.411.602	314.426	8.8	10.5	77.6	3.1
91	FRASER LAKE	735.328	145.035	11.0	10.9	72.5	5.6
119	GRANISLE	395.519	112.239	4.7	2.1	91.0	2.2
99	HOUSTON	1.573.912	344.599	9.3	6.1	78.8	5.8
46	SMITHERS	3.633.764	697.435	10.8	12.6	70.8	5.9
81	VANDERHOOF	1.693.815	345.743	10.3	11.2	73.2	5.3
PEACE RIVER							
4	ATLIN	337.991	79.643	6.3	8.3	80.9	4.4
84	CASSIAR	938.229	187.181	9.6	8.5	76.5	5.4
238	CHETWYND	1.615.742	305.498	12.8	7.4	73.6	6.2
212	DAWSON CREEK	4.644.627	751.561	16.0	12.9	63.5	7.6
222	FORT NELSON	2.241.705	355.394	16.5	10.0	66.5	7.0
3	FORT ST. JOHN	6.320.763	1.018.922	16.2	12.8	63.9	7.0
234	HUDSON HOPE	362.514	81.290	9.0	5.9	82.3	2.8
169	TUMBLER RIDGE	1.070.427	188.617	13.3	9.4	70.3	6.9
TOTAL B.C. LIQUOR STORES		973.780.133	168.751.050	12.2	18.0	64.5	5.3

NOTE: Figures reported are sales by Liquor Distribution Branch stores only.

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